

- ☐ 21 I don't think that you can make a decision just because something feels right. You have to think about all the facts.
- ☐ 22 I am rather fussy about how I do things - a bit of a perfectionist.
- ☐ 23 In discussions I usually pitch in with lots of ideas.
- ☐ 24 In discussions I put forward ideas that I know will work.
- ☐ 25 I prefer to look at problems from as many different angles as I can before starting on them.
- ☐ 26 Usually I talk more than I listen.
- ☐ 27 Quite often I can work out more practical ways of doing things.
- ☐ 28 I believe that careful logical thinking is the key to getting things done.
- ☐ 29 If I have to write a formal letter I prefer to try out several rough workings before writing out the final version.
- ☐ 30 I like to consider all the alternatives before making my mind up.
- ☐ 31 I don't like wild ideas. They are not very practical.
- ☐ 32 It is best to look before you leap.
- ☐ 33 I usually do more listening than talking.
- ☐ 34 It doesn't matter how you do something, as long as it works.
- ☐ 35 I can't be bothered with rules and plans, they take all the fun out of things.
- ☐ 36 I'm usually the 'life and soul' of the party.
- ☐ 37 I do whatever I need to do, to get the job done.
- ☐ 38 I like to find out how things work.
- ☐ 39 I like meetings or discussion to follow a proper pattern and to keep to a timetable.
- ☐ 40 I don't mind in the least if things get a bit out of hand.